

Message Text

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PAGE 01 NEW DE 02643 171433Z
ACTION NEA-10

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P R 171102Z FEB 78
FM AMEMBASSY NEW DELHI
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INFO SECSTATE WASHDC 9567
AMCONSUL BOMBAY
AMCONSUL CALCUTTA
AMCONSUL MADRAS

UNCLAS NEW DELHI 2643

E.O. 11652: N/A
TAGS: BPRO, IN
SUBJECT: FOREIGN INVESTMENT OPPORTUNITY: THEODORE BARRY AND ASSOCIATE
S
(TBA), LOS ANGELES, CA; OPPORTUNITY NO 11-77-074

REF: STATE A-4794

1. EMBASSY DISCUSSED WITH FOUR NEW DELHI COMPANIES
TBA'S PROPOSAL TO COLLABORATE WITH AN INDIAN CONSULTING
FIRM IN THE FIELD OF MINING AND ELECTRIC UTILITY OPERATIONS.
THE FOLLOWING TWO FIRMS HAVE SHOWN POSITIVE INTEREST
IN THE PROPOSAL AND HAVE REQUESTED THAT TBA COMMUNICATE
WITH THEM DIRECTLY FOR ANY ADDITIONAL DETAILS.

2. NATIONAL INDUSTRIAL DEVELOPMENT CORPORATION LTD. (NIDC),
CHANAKYA BHAVAN, VINAY MARG, NDMC COMPLEX, P.O. BOX 5212,
NEW DELHI 110021. (CABLE: NIDCORPON; TELEX: 031-2871;
PHONE: 670153). A GOVERNMENT OF INDIA-OWNED ENTERPRISE,
NIDC IS ONE OF THE LEADING AND HIGHLY REPUTABLE
ENGINEERING CONSULTANTS IN THE COUNTRY. ESTABLISHED
IN 1954, NIDC IS TODAY IN A POSITION TO OFFER
INDUSTRIAL, ECONOMIC AND MANAGEMENT CONSULTANCY
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SERVICES SUCH AS MARKET INVESTIGATIONS, FEASIBILITY
STUDIES, PROJECT DESIGNS AND PLANT ENGINEERING TO
CONSTRUCTION MANAGEMENT AND STAT-UP SERVICES-
TOTAL TURNKEY SERVICES FOR AN INDUSTRIAL PROJECT.
AMONG THE INDUSTRIES THAT NIDC SERVES INCLUDE
ENGINEERING, METALLURGICAL, ALUMINUM, ELECTRONICS,
CHEMICALS, AGRO AND FOREST BASED, PULP AND PAPER,

SUGAR, JUTE AND TEXTILES. NIDC'S PROFESSIONAL SERVICES COMPRISE ARCHITECHTURE, URBAN DESIGN, INDUSTRIAL BUILDINGS AND STRUCTURAL ENGINEERING, PUBLIC HEALTH ENGINEERING, ELECTRICAL ENGINEERING, MAINTENANCE ENGINEERING, ECONOMIC FORECASTING, MATERIALS MANAGEMENT, OPERATIONS RESEARCH, MANAGEMENT AUDIT, WORK STUDY, ENGINEERING PROCESS, CHEMICAL TECHNOLOGY, PULP AND PAPER TECHNOLOGY, ELECTRONIC SYSTEMS, MINING, MECHANICAL SYSTEMS, MACHINE TOOLS, UTILITIES AND SERVICES, EQUIPMENT DESIGN, CHEMICAL PLANT ENGINEERING, MATERIAL HANDLING SYSTEM, INSTRUMENTATION, MARKET RESEARCH, COMPUTER SERVICES AND INDUSTRIAL FINANCE.

3. NIDC HANDLES PROJECTS IN INDIA AND IS CURRENTLY OPERATING IN TWENTY COUNTRIES ABROAD. IT EMPLOYS 300 PROFESSIONAL STAFF WHICH SPECIALIZES IN A BROAD RANGE OF FIELDS ENUMERATED IN PARAGRAPH 2 ABOVE. TBA TO CONTACT: K.L. SAHGAL, CHIEF CONSULTANT; KAN D. MARIWALA, CHAIRMAN AND MANAGING DIRECTOR.

4. DESEIN (NEW DELHI) PRIVATE LIMITED, W- 1 GREATER KAILASH 1, NEW DELHI 110048. (CABLE /DESEIN: TELEX: 031-2734; PHONE 692963 AND 200012). DESEIN WAS ESTABLISHED IN 1965 AND IT PROVIDES CONSULTING ENGINEERING SERVICES TO ELECTRIC UTILITIES AND HYDRAULIC AND UNCLASSIFIED

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PNEUMATIC MATERIAL HANDLING, SUGAR, PULP AND PAPER MILLS, INDUSTRIAL PROCESS PLANTS AND CHEMICALS. DESEIN RENDERS SERVICES SUCH AS SELECTION OF PROJECT SITE, PREPARATION OF TECHNO-ECONOMIC FEASIBILITY REPORT, DETAILED PROJECT REPORT, DESIGN CRITERIA, DETAILED DESIGN AND ENGINEERING, TECHNICAL SPECIFICATIONS FOR CIVIL STRUCTURAL, ARCHITECTURAL, MECHANICAL, ELECTRICAL, INSTRUMENTATION AND CONTROL WORKS, SELECTION OF QUALIFIED BIDDERS, BID EVALUATION AND RECOMMENDATION, INSPECTION AND EXPEDITING, PROCUREMENT ASSISTANCE, SUPERVISION OF CONSTRUCTION, INSTALLATION TESTING AND COMMISSIONING, AND PROJECT/ CONSTRUCTION MANAGEMENT, DESEIN IS CURRENTLY HANDLING PROJECTS WORTH ABOUT DOLS 60 MILLION. IT IS A PROMINENT, COMPETENT AND REPUTABLE MEDIUM-SIZED CONSULTING ENGINEERS FIRM. TBA TO CONTACT: O.O.GUPTA, PRESIDENT WHO IS THE PRINCIPAL STOCKHOLDER. ALSO K.P.S. NAIR, CHAIRMAN AND COL. M.M.L. KHOLI, VICE PRESIDENT- SALES.

5. DETAILED LITERATURE ON NIDC AND DESEIN IS BEING AIRPOUCHED TO BIC/OED/OBOD/OPIOS FOR ONWARD

TRANSMISSION TO DONLEY BRADY, DIRECTOR, TBA.

6. THE FIRMS WHICH DECLINED TBA'S PROPOSAL WERE:
(A) CONSULTING ENGINEERING SERVICES (INDIA) PRIVATE
LIMITED, MANJUSHA, 57 NEHRU PLACE, NEW DELHI,
110024 (CONTRACT: K.C. TA, ENGINEER); (B) ENGINEERS
INDIA LIMITED, HINDUSTAN TIMESHOUSE, 18 KASTURBA
GANDHI MARG, NEW DELHI 110001 (CONTACT : S.P.
BANERJEE, PROJECT MANAGER (METALLURGY).
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Message Attributes

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